



**U.S. Army Expeditionary
Contracting Command**



410TH Contracting Support Brigade

Doing Business with the United States Army

The overall classification of this brief is
UNCLASSIFIED



410th CSB Mission

Plan and execute contingency contracting support for US Army South in support of Army and Joint Operations throughout the SOUTHCOM AOR. On order provides contingency contracting support world wide.

410th CSB Vision

A professional, customer-focused team of military and civilian contracting professionals dedicated to supporting the war fighter and leading the Department of Defense in continuous improvement of Expeditionary Contracting Support.



U.S. Army Expeditionary Contracting Command



FY09 ARMY PRIME CONTRACT AWARDS (in millions)

	FY09 Spend	% Achieved	National Goal
US Business	\$104,379		
Small Business	\$29,590	28.34%	23 %
Small Disadvantaged	\$11,310	10.84%	5 %
Women-owned	\$4,458	4.27%	5 %
HUBZone	\$5,322	5.09%	3 %
Veteran-Owned	\$4,416	4.23%	
Service-Disabled Veteran-Owned	\$2,561	2.45%	3 %
HBCU/MI	\$61	11.60%*	

*Percentage of total education contract dollars
Source: FPDS-NG Data as of 6/14/10

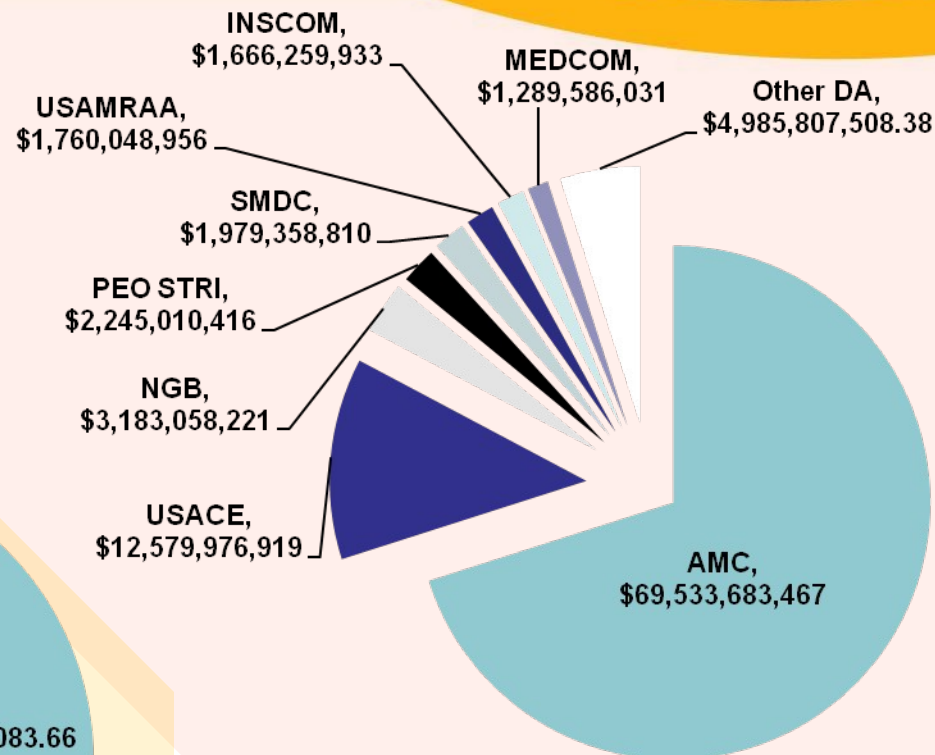
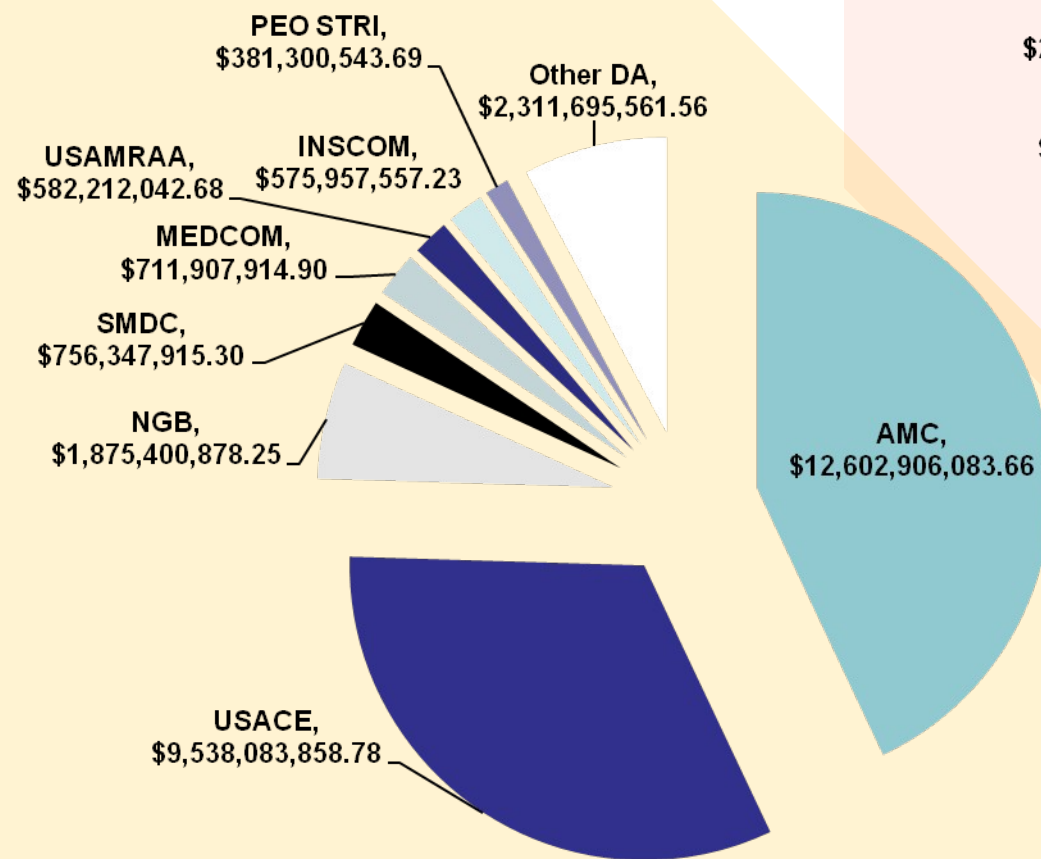


U.S. Army Expeditionary Contracting Command



Small Business Spending

Total: \$29,462,005,258



Small Business Eligible Spending

Total: \$99,222,790,263

FY09 Army Spending by MACOM



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FY10 ARMY PRIME CONTRACT AWARDS

(in millions)

	FY10 Spend	% Achieved
US Business	\$61,856	
Small Business	\$14,193	22.94%
Small Disadvantaged	\$5,114	8.27%
Women-owned	\$2,284	3.69%
HUBZone	\$2,953	4.77%
Veteran-Owned	\$2,034	3.29%
Service-Disabled Veteran-Owned	\$1,294	2.09%
HBCU/MI	\$15	6.52%*

*Percentage of total education contract dollars

Source: FPDS-NG Data as of 6/14/10



U.S. Army Expeditionary Contracting Command



WHAT THE ARMY BUYS

Army installations require the following services and supplies:

- Office supplies including computer hardware & software
- ADP and office equipment maintenance
- Laundry and dry cleaning services
- Food services
- Printing
- Education and training
- Minor Construction
- Grounds and Building maintenance
- Research and development in a variety of fields
- Special studies and analyses



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FY10 410th CSB Small Business Achievements

	<u>410th CSB FY10 to Date</u>	<u>FY10 ACC Small Business Targets</u>
Small Business	47.61%	46.10%
Small Disadvantaged Business	20.60%	17.90%
8(a) Small Business Concerns	10.85%	
Veteran Owned Small Business	14.64%	
Service Disabled Veteran Owned Small Business	8.69%	3.70%
Women Owned Small Business	9.91%	7.80%
Certified HUBZone Small Business	1.58%	4.80%



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TYPICAL 410th CSB PROCUREMENT SCENARIO (Operation Unified Response)



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AVAILABLE RESOURCES

- Small Business Specialists at buying Commands
- Procurement Technical Assistance Centers
- Small Business Administration (SBA), Small Business Development Centers
- General Services Administration (GSA)
- Federal Contracting Procedures and Regulations
 - Federal Acquisition Regulation (FAR)
 - DOD Federal Acquisition Regulation Supplements (DFARS)
 - Army Federal Acquisition Regulation Supplements (AFARS)



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OSBP Web Portal

The screenshot displays the OSBP Web Portal interface. The top banner features the Department of the Army Seal and the text 'OFFICE OF SMALL BUSINESS PROGRAMS' and 'BUILDING THE FUTURE OF THE ARMY THROUGH SMALL BUSINESS'. A navigation bar includes links for Home, Business Opps, Register, Tools, Locations, Login, and Search. The main content area is divided into sections: 'Welcome' from Director Tracey Pinson, 'Business Development Center', 'CALENDAR OF EVENTS' (including 'The 3rd Annual National Veteran Small Business Conference & Expo' and 'U.S. Army Days Woman-Owned Small Business Conference'), 'MESSAGES', 'INFORMATION', 'FEATURES', and 'Books'.

- BD Center
- Location Search
- Procurement Database
- 13 Steps
- Legislation
- Event Calendar



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13 Steps to Doing Business with the Army

- Know the product or service you are selling
- Request a CAGE code and secure a DUNS number
- Know which buying activity would buy your product or service
- Ensure your business can accept the Govt Purchase Card
- Research your customer
- Register in Central Contractor Registration database
- Contact your Procurement Technical Assistance Center
- Use existing SBA resources
- Pursue subcontracting opportunities
- Investigate the Federal Supply Schedule program
- Learn the regulations (FAR, DFARS, AFARS)
- Monitor www.fedbizopps.gov every day
- Market your firm and present your capabilities



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WEB SITES

- Army Office of Small Business Programs
<http://www.sellingtoarmy.info>
- DOD Office of Small Business Programs
<http://www.acq.osd.mil/sadbu>
- Centralized Contractor Registration (CCR)
<http://www.ccr.gov>
- Federal Business Opportunities (Fed Biz Opps)
<http://www.fedbizopps.gov>
- Small Business Administration (SBA)
<http://www.sba.gov>



U.S. Army Expeditionary Contracting Command



Contact Information

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Mission

Plan and execute contingency contracting support for US Army South in support of Army and Joint Operations throughout the AORs. On order provide contingency contracting support world wide.

Vision

A professional, customer-focused team of military and civilian contracting professionals dedicated to supporting the war fighter and leading the Department of Defense in continuous improvement of Expeditionary Contracting Support.

Mission Essential Task List

- ✓ Provide Theater Contracting Support
- ✓ Operate Command and Control Systems
- ✓ Provide Contracting Oversight, Assessment, and Policy as a PARC Office
- ✓ Deploy the Brigade Headquarters and Contingency Contracting Elements
- ✓ Protect the Force

410th Contracting Support Brigade
Building 1000, Fort Sam Houston



Colonel William A. Sanders
Commander, 410th CSB
Principal Assistant Responsible for Contracting

410th CSB Contracting Offices

W912CL – RCC Americas
W91WRZ – GTMO RCO
W912PX – Key West-JIATF-S RCO
W912QM – Soto Cano RCO
W91QEX – Miami RCO
W913FT – Bogota RCO

Primary NAICS Codes

561210
541690
541611

410th CSB Customers

- US ARMY SOUTH
 - JTF-GTMO
 - JTF-BRAVO
 - HQ SOUTHCOM
 - JIATF-S
- MILGRP COLOMBIA

Contact

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